

ALPHAEUS RUSSELL

Global Sales & Business Development · International Business Candidate

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PROFESSIONAL PROFILE

Results-driven International Business student at Lynn University with 15+ years of consultative sales experience, client portfolio management, and regulatory compliance across the insurance and financial services industries. Demonstrated ability to identify market opportunities, build trust with diverse client populations, and drive revenue growth through strategic relationship development. Military background reinforces cross-cultural agility, operational discipline, and the ability to perform in complex, multinational environments. Seeking a global sales or business development internship to apply consultative selling skills and international business acumen in a cross-border commercial setting.

EDUCATION

B.S., International Business (In Progress)

Lynn University · Boca Raton, FL Aug 2025 – Expected 2027

- Coursework: Global Market Strategy, Cross-Cultural Management, International Trade, Supply Chain Management, Project Management, and Ethical Decision-Making in Multinational Environments.
- Relevant Topics: Global Marketing, International Finance, Emerging Markets, Intercultural Business Communication.
- Professional Reference: A Guide to the Project Management Body of Knowledge (PMBOK Guide), 8th Edition — applied as a foundational framework for project planning, execution, and stakeholder management.

Finance Studies

Wright State University · Fairborn, OH Jan 2010 – May 2012

- Completed coursework in financial modeling, valuation, and market analysis — applicable to cross-border deal structuring and client financial advisory.

CORE COMPETENCIES

- Business Development & Market Expansion · Consultative & Solution-Based Selling
- Cross-Cultural Communication & Relationship Management · Diverse Client Portfolio Management
- Supply Chain Management · Project Management (PMBOK Framework)
- Regulatory Compliance & Risk Awareness · Needs Analysis & Strategic Problem-Solving
- International Exposure: Multicultural client experience; travel across multiple international regions

RELEVANT PROFESSIONAL EXPERIENCE

Medicare Insurance Sales Agent

TTEC (Remote) · West Palm Beach, FL Sep 2022 – Aug 2024

- Managed a high-volume consultative sales pipeline, enrolling clients across diverse demographic and cultural backgrounds in Medicare Advantage, Part D, and Supplement plans.
- Applied deep regulatory knowledge to deliver compliant, needs-based recommendations — mirroring the compliance demands of international market entry and cross-border sales.
- Exceeded enrollment targets through strategic client outreach, needs discovery, and tailored solution presentation — core skills directly transferable to global BD roles.
- Built long-term client relationships in a remote, high-accountability environment, demonstrating self-direction and results focus.

Store Manager

Noir Armament · West Palm Beach, FL Feb 2021 – Sep 2022

- Led all business development, operations, and client acquisition for a specialty retail business in a heavily regulated industry.
- Grew a loyal repeat customer base through consultative service, product knowledge, and trust-based relationship management.
- Managed vendor relationships, inventory procurement, and compliance requirements — foundational skills for international supply chain and trade contexts.

Licensed Medicare Sales Agent

Teleperformance (Remote) · West Palm Beach, FL Aug 2020 – Jan 2021

- Delivered high-conversion enrollment consultations in a remote, metrics-driven environment serving clients across multiple U.S. markets.
- Rapidly built rapport with clients from varied cultural and socioeconomic backgrounds, adapting communication style to drive positive outcomes.

Life Insurance & Financial Products Agent

WFG / Transamerica · Columbus, OH Aug 2009 – Mar 2015

- Built an independent client book of business through prospecting, referral networks, and community outreach — reflecting an entrepreneurial, market-development mindset.
- Advised clients on life, disability, and annuity products, conducting comprehensive financial needs analyses to match solutions to long-term goals.
- Mentored new agents on prospecting strategy, compliance, and client communication best practices.

ADDITIONAL EXPERIENCE

Professional Driver (Class A CDL)

Knight Transportation · Charlotte, NC Sep 2024 – Jul 2025

- Managed independent long-haul logistics operations with accountability for on-time delivery, compliance documentation, and customer communication.

MRAP Electronic Systems Specialist

EMA/SCIS (Supporting SPAWAR) · Charleston, SC Aug 2007 – Sep 2008

- Operated within a multinational, joint-service military program coordinating across U.S. Army, Marine Corps, and Air Force stakeholders — directly relevant to multicultural team collaboration.
- Installed and integrated mission-critical communications and electronic countermeasure systems, demonstrating technical precision and accountability under pressure.

Hydraulic Systems Mechanic

United States Air Force · Charleston, SC Aug 2004 – Jul 2007

- Maintained 100% mission readiness on heavy equipment through disciplined adherence to technical standards.
- Developed foundational skills in cross-functional teamwork, technical documentation, and performance under strict regulatory frameworks.